Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009

Message Text

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PAGE 01 BUCHAR 09126 211521Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 CCO-00 PASO-00 /021 W
----------116208 212129Z /70
R 211330Z DEC 77
FM AMEMBASSY BUCHAREST
TO SECSTATE WASHDC 7085
INFO USDOC WASHDC

UNCLAS BUCHAREST 9126

E.O. 11652: N/A
TAGS: BTIO, RO
SUBJECT: RAHCO SALE OF CANAL PAVING EQUIPMENT TO ROMAGRIMEX

TO ROBERT WAGGONER
RAHCO (R.A. HANSON DISC, LTD)
PO BOX 7400 SPOKANE, WASHINGTON 99207
TELEX 326474

IN A MEETING I HAD LAST WEEK WITH ROMAGRIMEX OFFICIALS ION GETWGESCU AND VICTOR NEGOMIREANU, THEY RAISED, IN CONNECTION WITH A WORLD BANK LOAN, THE SUBJECT OF RAHCO'S BID TO SUPPLY CANAL PAVING EQUIPMENT. FROM WHAT NEGOMIREANU SAID IT IS OBVIOUS THAT BOTH ROMAGRIMEX AND RAHCO HAVEEN DISSATISFIED WITH HOW THE CONTRACT TALKS HAVE PROGRESSSED TO DATE. ON ROMAGRIMEX'S SIDE, HE SPECIFICALLY MENTIONED THEIR DISPLEASURE WITH CLAUSES IN RAHCO'S BID RELATING TO PRICE GUARANTEE, PENALITIES AND ARBITRATION. ROMAGRIMEX IS ALSO UPSET WITH FACT THAT SUBSEQUENT TO SUBMISSION OF THE BID, RAHCO'S PRICES HAVE BEEN INCREASED. DESPITE THESE PROBLEMS WITH RAHCO'S OFFER, NEGOMIREANU CLAIMS THAT ROMAGRIMEX STILL WISHES TO WORK OUT A MUTUALLY SATISFACTORY CONTRACT WITH RAHCO, ESPECIALLY AS THEY WILL SOON BE IN THE MARKET FOR 8 TO 10 ADDITIONAL CANAL PAVERS FOR TWO NEW IRRIGATION PROJECTS, WHICH THEY WOULD ALSO PREFER TO BUY FROM RAHCO. DESPITE THIS DESIRE ON THEIR PART TO WORK SOMETHING OUT WITH RAHCO, NEGOMIREANU SAID THAT IF NO SATISFACTORY
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SOLUTION IS FOUND, ROMAGRIMEX WILL TURN TO OTHER SUPPLIERS FOR THEIR NEEDS. IN HTIS REGARD, I WAS TOLD THAT ON JANUARY 14 OFFICIALS FROM A U.S. COMPETITOR OF RAHCO'S WILL BE IN BUCHAREST FOR DISCUSSIONS WITH ROMAGRIMEX ON THE SUPPLY OF SIMILAR EQUIPMENT. I TRUST THAT THE FOREGOING IS OF INTEREST TO YOU. REGARDS, EMIL CASTRO, COMMERCIAL ATTACHE.
AMERICAN EMBASSY

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BUCHAREST, ROMANIA
AGGREY

NOTE BY OC/T: PASSED ABOVE ADDRESSEE.

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Message Attributes

Automatic Decaptioning: X
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Concepts: n/a
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
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Review Action: RELEASED, APPROVED
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TAGS: BTIO, RO
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